



## Development Committee Report November 18, 2019 Board of Directors Meeting

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<b>2019 – 2020 Annual Fund Raised to Date:</b>	<b>\$367,042</b>
<b>2019 – 2020 Verbal Pledges:</b>	<b>\$232,500</b>
<b>Left to Goal:</b>	<b>\$438,709</b>
<b>Amount needed to balance 2019-2020 budget</b>	<b>\$657,007</b>

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**Summary:** The above figures show that we are currently 58% towards our goal of \$1,038,251

### Activity & Progress Highlights:

- **Board Campaign:** We have already reached 100% participation through gifts and commitments. Current total is \$61,749, which reflects 144% of the amount budgeted and 77% towards the challenge goal of \$80,000.
- **Individual Gift Solicitations Team:**
  - Current totals for DM1: Total gifts to date equals \$5,685 and number of gifts to date is 31
  - The second direct mail appeal will be appearing in mailboxes this week. The letter is under David Amado's signature and was sent to 546 individuals and households.
  - The Individual Giving Team met last Tuesday at the DuPont Country Club to report out on progress with their assigned prospects and then we continued making assignments with the remaining prospects on our list.
- **Corporate Solicitations Team:** We are currently \$62,000 which represents 114% towards the amount budgeted for FY20.
- Debbie Green assisted development by running some reports and came up with good news for us to share! To date, the DSO has brought in \$56,622.08 in NEW MONEY so far this season.
- A grant application was submitted on November 15 to the Presser Foundation. We received funding from this foundation last season in the amount of \$25,000.

- Respectfully submitted: Bob Stoddard, Chair